

# W. Grant Farrar

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## Executive Summary

- Utilized sound judgment and entrepreneurial mindset to raise capital creating the first US litigation finance fund (*founded 2020*) dedicated to the public sector:  
**Arran Capital Incorporated**
- As founder and managing director, utilized trial lawyer experience and unparalleled national network to execute an innovative concept raising and deploying investment capital—90,000 US public sector entities—\$10B in legal spend. This fund will lead to hundreds of millions of dollars in litigation recoveries.
- Sourced and closed major litigation funding deals worth approximately \$50M which will generate \$500M+ in recoveries.
- During a 25+ year legal career, served as chief legal officer, strategic thinker, and business partner with executive presence and collaborative leadership skills; transformed in-house legal teams into business and policy partners.
- Spearheaded risk management and litigation strategies saving corporation over \$12M in 7 years, recovered over \$2M in judgments, reduced City's liability exposures from \$9M in 2010 to \$1.5M in 2017. Created affirmative litigation unit.
- Lead negotiator on long term water sale contracts with multiple Illinois government units generating over \$100M in new revenue.
- A strategic thinker rigorously executing on vision and mission. Skilled and experienced in board management, governance, and reporting.
- Created legal underwriting and case resolution strategies generating high affirmative litigation recoveries and excellent investor returns.

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## Strong Competencies Include:

- Complex Litigation Management & Strategy
- Transactional & Commercial Negotiations
- Ethical Leadership and Counsel
- Improving Risk Avoidance Strategies
- Trying Complex Cases to Verdict in Court
- Insightful Investment and Budget Planning
- Strategic & Practical Counseling to Boards and Executive Management
- Strategic Vision & Tactical Execution
- Statutory & Regulatory Compliance
- Employment Law and HR Experience
- Former Prosecutor & Government Lobbyist

# Career Progression

## **FOUNDER & MANAGING DIRECTOR** (January 2020 - Present)

### ***Arran Capital Incorporated*** / Greater Chicago Area, IL

- Conceptualized unique value proposition and executed it to deploy investment capital nationwide in \$10B legal spend market for 90,000 public sector entities.
- Effectively worked with state and local chief legal officers, chief financial officers, law firms, and investors to expand market presence nationwide.
- As thought leader in market space, authored several content pieces and spoke to numerous professional associations to generate leads, build deal flow, and close funding contracts.
- Worked with law firms and investment entities around the world as a trusted legal finance advisor to source compelling legal finance opportunities with strong recovery profiles.

## **SENIOR VICE – PRESIDENT & GENERAL COUNSEL** (April 2018 – August 2020)

### ***GovHRUSA*** / Northbrook, IL

- Successfully pivoted to private sector creating new services and business partnerships nationwide.
- Consultant with national practice for public sector entities on a host of legal and litigation issues that improved process and budget outcomes. Served as the chief legal officer for an expanding company growing a national presence.

## **CORPORATION COUNSEL** (November 2009 – April 2018)

### ***City of Evanston*** / Evanston, IL

- Successfully tried to verdict 12 jury trials in complex litigation in state and federal court.
- Argued cases before the 7<sup>th</sup> Circuit US Court of Appeals and Illinois Appellate court.
- Effectively advised City Council members and senior executive team during televised City Council and Committee meetings. This board counseling and collaboration regarding complex legislation, policy goals, and objectives took place at more than 250 public meetings.
- Conceptualized and implemented strategic thinking and action along a broad perspective resulting in positive corporate directional changes and decisions. Spearheaded crisis management prevention and resolution.
- Led and managed Law Department attorney teams in all areas and managed supervisory non-attorney staff.
- Exceeded performance benchmarks in a broad portfolio spanning operational areas in all corporate sectors.
- Created the legal and legislative approach enabling Evanston voters to dissolve and abolish the duplicative and unnecessary unit of local government, Evanston Township, in 2014.
- Presented recommendations on insurance issues which upon adoption strengthened corporate risk management profile and reduced premiums.
- Negotiated and achieved ratification of collective bargaining agreements to dramatically reduce state mandated pension obligations and attain management side objectives.
- Improved procurement contracts and practices City-wide to realize efficiencies and save money.
- Redefined problems to assist the City Council in achieving legislative and public policy breakthroughs.
- Applied thoughtful analysis in tandem with unimpeachable ethics to maintain corporate integrity and compliance.
- Negotiated breakthrough contracts with vendors to enhance revenue generation and minimize risk.

### ***Select Achievements:***

- Devised and implemented the successful legislative and legal strategy to secure a multi-million-dollar settlement with an international corporation doing business in Evanston.

- Worked with Northwestern University on successful joint strategies to enable several major campus improvements and community enhancements.
- Revised, improved and reorganized the City Code. This was the first comprehensive revision in over 30 years. The multi-year effort resulted in a clearer understanding for staff and other stakeholders.
- Won several jury verdicts in state and federal courts over 7-year time span, and reduced external liability payouts by 80% compared to preceding years. Creating a fully functioning in-house litigation team produced positive case resolutions on the order of 7:1. This strategy prevented disadvantageous case settlements and effectively deterred prospective plaintiffs from litigating against the City.
- Successfully leveraged insurance coverage and internal risk management to strengthen and improve the City's risk profile.
- Developed the negotiation strategy and led the City's successful effort to secure new wholesale water customers in neighboring communities. The long-term water agreements executed in 2017/2018 will generate over \$100 million in new revenue to the City.

**PARTNER (2004 – 2009)**

***Bollinger, Ruberry & Garvey* / Chicago, IL**

- Extensive insurance coverage and casualty expertise.
- Represented corporate clients in all stages of litigation and trial.
- Formulated budgets and performance benchmarks to meet or exceed corporate goals.
- Counseled clients in strategizing and negotiating optimal disposition relative to high value assets.
- Spearheaded the management of complex litigation strategies to exploit all opportunities.

***Select Achievements:***

- Represented several corporate clients in a wrongful death case and obtained the dismissal of the case in the earliest stages. This resulted in the defense paying no indemnity (potential \$10M jury verdict). Proactively persuaded all defendants to maintain joint defense arrangement which looked beyond indemnity to save hundreds of thousands of dollars in defense expenses.
- Counsel of record in multi-national arbitration for several Lloyds syndicates.
- Trial Counsel on litigation related to Amtrak derailments. Utilized knowledge of federal statutes and regulations concerning highway and rail safety to advance corporate interests.
- Appointed Special Assistant State's Attorney for Kane County, and prosecuted major environmental contamination case which achieved twin goals of just compensation and environmental remediation (\$4.5M settlement).

**SENIOR ASSOCIATE (2001 – 2004)**

***Robbins, Schwartz* / Chicago, IL**

- Secured economic benefits for clients on a daily basis; drafted complex municipal bond documents; increased educational funding rate for school districts.
- Teamed with municipal clients on economic development, to pursue, negotiate and secure grants from state and federal sources: interpreted state regulations and advised on larger political context.
- Assisted clients in pursuing opportunities regarding tax increment financing to leverage economic development.

***Select Achievements:***

- Municipal attorney regarding telecommunications act compliance with State of Illinois regarding cellular communications network and emergency 911 systems.
- Advised state, local and federal candidates regarding ethics compliance, financial disclosure, state and local filing. Explained state and federal election laws and statutes, and handled press inquiries regarding same. Represented state and federal candidates in campaign finance investigations.

#### **ASSISTANT STATE'S ATTORNEY (1999 – 2001)**

**Cook County State's Attorney / Chicago & Bridgeview, IL**

- Daily counseled crime victims, tried multiple cases; developed methods to enhance effective prosecutions.
- Implemented law enforcement strategies to deter repeat offenses. Tried hundreds of cases to verdict.

#### **Select Achievements:**

- Developed rapport of political sensibility to resolve delicate issues in very discrete and effective manner.
- Teamed with trial partner to initiate novel and aggressive approach, as client advocate, to pursue criminal contempt proceedings against violators.

#### **ASSISTANT COUNSEL TO THE SPEAKER, MICHAEL J. MADIGAN (1997 – 1999)**

**Illinois House of Representatives / Springfield, IL**

- Interfaced with state and federal agencies regarding legislative initiatives and implementation.
- Legal advisor for leadership and members; coordinated legal efforts from drafting to final passage.
- Interacted with numerous interest groups and stakeholders, developed full understanding of legislative history and discerned the interest behind every bill.

#### **Select Achievements:**

- Requested by Speaker Madigan to assist in drafting and passage of legislation in concert with then-Illinois State Senator Barack Obama. (Illinois Gift Ban Act of 1998: 1<sup>st</sup> substantive law dealing with ethics reform related to gifts to elected state officials in Illinois and contribution limits-signed into law by Gov. Edgar).
- Counsel to House Executive Committee (Speaker's personal committee). Analyzed and managed flow of legislation and dealt with members as the key representative for Speaker.
- Speaker Madigan's point person with federal and state agencies.
- Conferred with interest groups, community groups, and staff from 3 caucuses on over 100 pending bills.

#### **GOVERNMENT RELATIONS SPECIALIST (1992 – 1994)**

**Conservation, Environment, and Historic Preservation, Inc. (CEHP) / Washington, DC**

- Established strategic relations with Congress and policymakers.
- Prepared and presented clients to testify before House and Senate committees.

#### **Select Achievements:**

- Executed components of the U.S. Department of Defense "Legacy" Program. Interfaced with local communities and environmental interest groups to spur economic redevelopment strategies concurrent with military base closures. Lobbied U.S. Congress on several different topics, ranging from Rails to Trails, Clean Water Act, and federal Preservation laws.

## Board Experience, Presentations & Professional Affiliations

**Author, "Litigation Finance Specialization: Focus on Public Sector Entities,"**

Litigation Finance Journal – (November 2020)

**Speaker, LitFinCon, Houston, "When to Use a Litigation Finance Broker" (March 2022)**

**Author, "Lights, Action, Body Camera," Illinois Municipal Review (March 2018)**

**Treasurer and Finance Chair, Foundation 65, Evanston, IL (2014 – 2016)**

**Speaker, Local Government Law Institute, "Successfully Operating a Municipal Corporation's Legal Department" (December 2016)**

**Member**, Government Finance Officers Association  
**Member**, International Municipal Lawyers Association  
**Member**, American Bar Association  
**Fellow**, Claims and Litigation Management Alliance

## Education and Licensure

**Executive Scholar** / *Kellogg School of Management Executive Education Northwestern University – 2021*

**Certified Mediator** / *DePaul University College of Law Dispute Resolution Center – 2010*

**Juris Doctor** / *The John Marshall Law School – 1997*

**Bachelor of Arts /History & Political Science** / *University of Iowa – 1992*

- Trial Bar, United States District Court, Northern District of Illinois
- United States Court of Appeals, Seventh Circuit
- Illinois Supreme Court
- United States District Court, Central District of Illinois